automotive FLEET

SPECIAL SECTION

Top 100 Truck Fleets

Truck Specs

Outfitting Showcase

Truck Statistics

Dos and Don'ts for Van Safety

Specifying A Truck

automotive
FLEET®

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

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Influencing the management of 4,952,000 cars and 2,070,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

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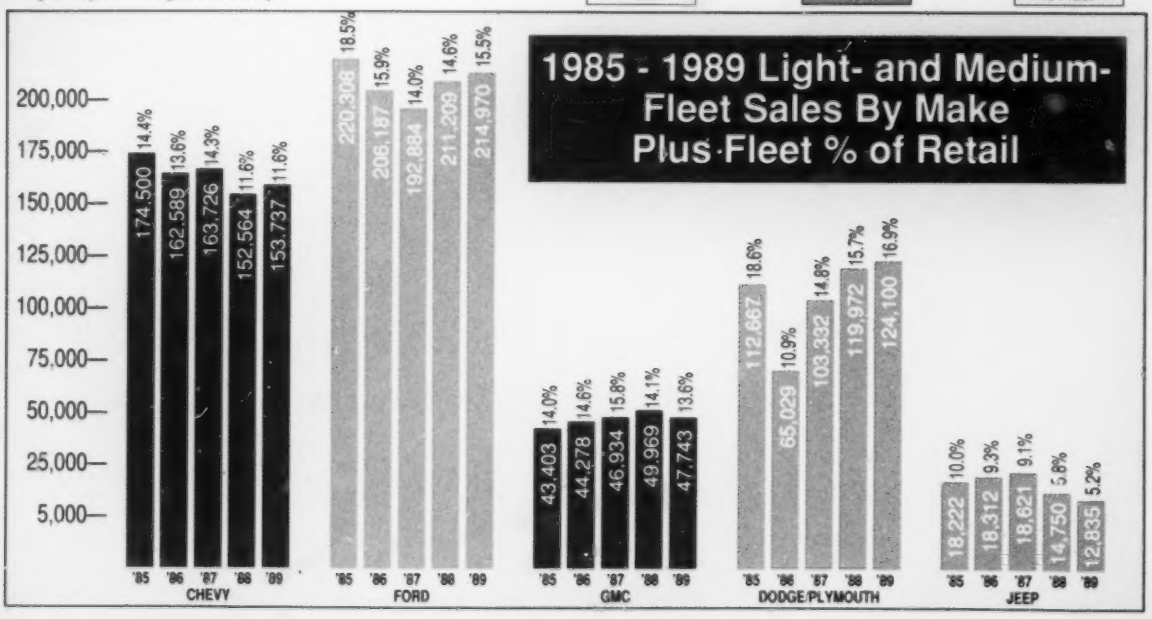
U.S. Light and Medium Truck Statistics

New 1981 to 1990 Classes 1 - 5 Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet Research Dept.

MAKE	1981*	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989	8 mos. YTD 1990
CHEVY	619,997	726,358	891,125	1,072,231	1,209,012	1,198,856	1,145,472	1,314,657	1,323,305	840,473
	94,289	97,514	90,686	133,969	174,500	162,589	163,726	152,564	153,737	98,090
	15.2%	13.4%	10.2%	12.5%	14.4%	13.6%	14.3%	11.6%	11.6%	11.7%
FORD	648,804	689,941	905,846	1,111,832	1,189,053	1,296,181	1,376,037	1,443,060	1,388,760	922,180
	116,979	101,471	106,263,	142,163	220,308	206,187	192,884	211,209	214,970	147,480
	18.0%	14.7%	11.7%	12.8%	18.5%	15.9%	14.0%	14.6%	15.5%	16.0%
GMC	128,615	186,257	224,718	268,858	309,125	304,133	296,435	354,282	350,039	225,407
	21,531	23,772	23,244	37,685	43,403	44,278	46,934	49,969	47,743	27,384
	16.7%	12.8%	10.3%	14.0%	14.0%	14.6%	15.8%	14.1%	13.6%	12.1%
DODGE & PLYMOUTH	181,308	228,232	263,687	503,967	606,388	596,159	697,773	763,309	735,184	502,138
	29,930	29,078	28,491	53,727	112,677	65,029	103,332	119,972	124,100	84,060
	16.5%	12.7%	10.8%	10.7%	18.6%	10.9%	14.8%	15.7%	16.9%	16.7%
JEEP	58,257	62,097	76,453	148,040	181,939	195,973	203,625	253,454	249,170	153,459
	3,246	3,816	1,947	5,971	18,222	18,312	18,621	14,750	12,835	5,519
	5.6%	6.1%	2.5%	4.0%	10.0%	9.3%	9.1%	5.8%	5.2%	3.6%
DOMESTIC TOTAL	1,636,981	1,892,885	2,361,829	3,104,928	3,495,517	3,591,302	3,719,342	4,128,762	4,046,458	2,643,657
	265,975	255,651	250,633	373,515	569,110	496,395	525,497	548,464	553,385	362,566
	16%	14%	11%	12%	16%	14%	14%	13%	14%	14%
IMPORT TOTAL	276,820	310,809	414,951	611,346	782,795	881,725	700,703	622,401	568,397	380,438
	15,597	26,558	43,382	77,503	99,201	108,249	49,788	49,835	46,379	30,630
	6%	9%	10%	13%	13%	12%	7%	8%	8%	8%
INDUSTRY TOTAL	1,913,801	2,203,694	2,776,780	3,716,274	4,278,312	4,473,027	4,420,045	4,751,163	4,614,855	3,024,095
	281,572	282,209	294,015	451,078	668,311	604,644	575,285	598,299	602,764	393,196
	15%	13%	11%	12%	16%	14%	13%	13%	13%	13%

* Light-Duty Truck Registrations Only.



Import Light and Medium Truck Market Statistics

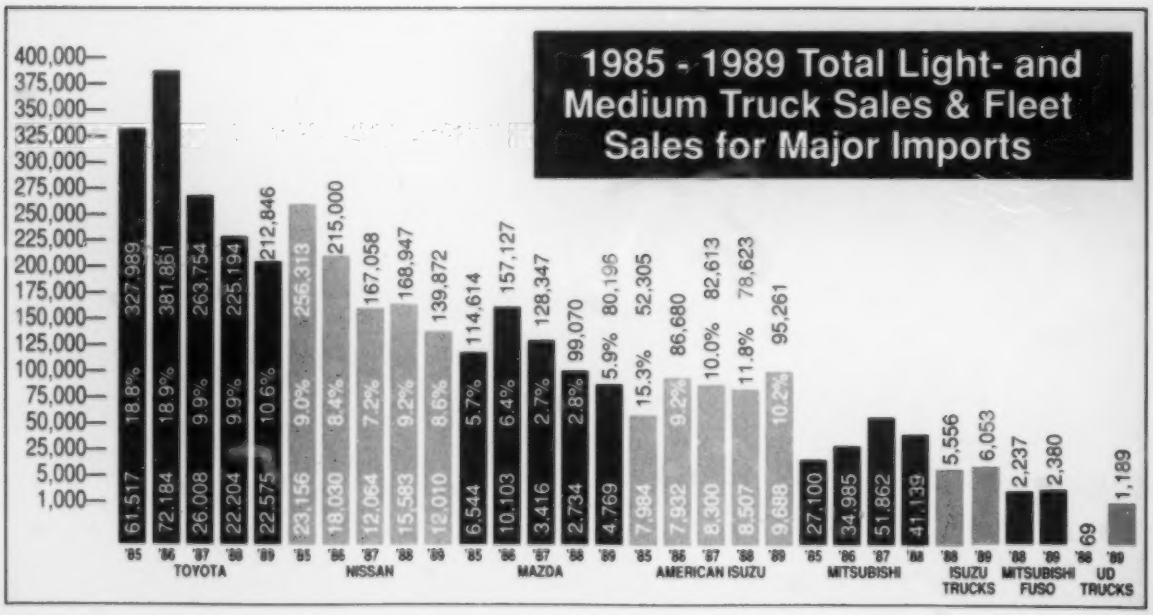
New 1981 to 1990 Classes 1-5 Truck Sales/Registrations Reported. National and Fleet Totals by Calendar Year.

Source: Automotive Fleet Research Dept.

MAKE	1981*	1982*	1983*	1984*	1985*	1986*	1987*	1988*	1989	8 mos. YTD 1990
TOYOTA	130,379	143,439	170,000	244,072	327,989	381,861	263,754	225,194	212,846	120,597
	9,413	10,936	23,367	41,860	61,517	72,184	26,008	22,204	22,575	10,483
	7.2%	7.6%	13.8%	17.2%	18.8%	18.9%	9.9%	9.9%	10.6%	8.7%
NISSAN	119,684	106,440	132,088	194,414	256,313	215,000	167,058	168,947	139,872	112,554
	6,184	13,430	12,073	19,491	23,156	18,030	12,064	15,583	12,010	9,587
	5.5%	12.6%	9.1%	10.0%	9.0%	8.4%	7.2%	9.2%	8.6%	8.5%
MAZDA	16,798	40,661	75,751	118,368	114,614	157,127	128,347	99,070	80,196	54,675
		2,192	5,747	6,610	6,544	10,103	3,416	2,734	4,769	3,249
		5.3%	7.5%	5.6%	5.7%	6.4%	2.7%	2.8%	5.9%	5.9%
AMERICAN	9,959	17,669	26,211	37,443	52,305	86,680	82,613	78,623	95,261	62,213
ISUZU			2,175	3,602	7,984	7,932	8,300	8,507	9,688	7,080
			8.3%	25.6%	15.3%	9.2%	10.0%	11.8%	10.2%	11.4%
MITSUBISHI		931	9,222	14,943	27,100	34,985	51,862	41,139	29,189	21,873
								807	237	249
								2.0%	1.2%	1.1%
YUGO		1,669	1,679	2,106	1,948	1,411	1,268	1,556	1,411	678
ISUZU TRUCK					2,526	4,661	4,825	5,566	6,053	5,298
MITSUBISHI FUSO							976	2,237	2,380	1,545
UD TRUCKS	NISSAN DIESEL AMERICA							69	1,189	1,005
IMPORT	276,820	310,809	414,951	611,346	782,795	881,725	700,703	622,401	568,397	380,438
TOTAL	15,597	26,558	43,362	77,563	99,201	108,249	49,708	49,835	49,579	32,432
	6%	9%	10%	13%	13%	12%	7%	8%	8%	8%

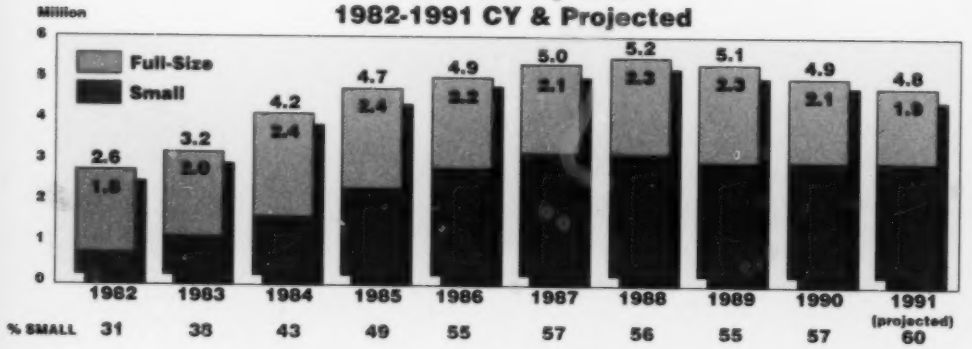
* Light-Duty Truck Registrations Only

Total | Fleet | % Fleet



U.S. Light Truck Statistics

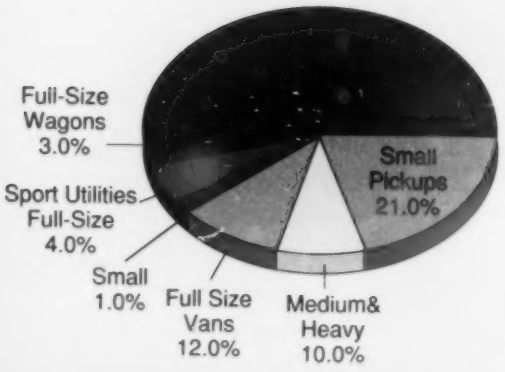
Trucks sales have been on the increase since 1982–going from 2.6 million and only 25 percent of the industry to the all-time industry record in 1988, with decreases in 1989 to 1990 which are expected to continue in 1991.

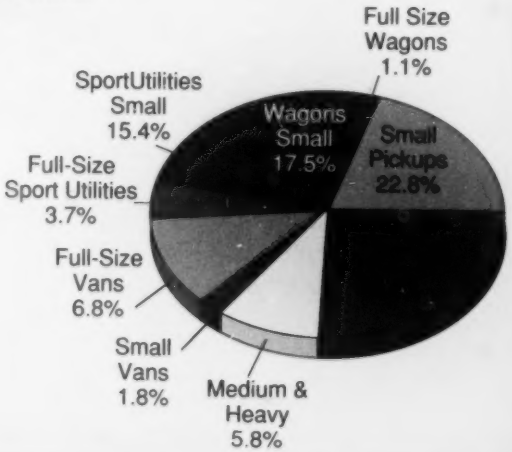


In 1982, only 800,000 small trucks were sold for 31 percent of the market. In contrast, 1990 saw 2.8 million small trucks sold for 57 percent of the market. These 2.8 million small trucks were more than the entire truck market in 1982.

1981 CY Truck Market 1990 CY

Total Registrations





STATISTICS

Top 50 Utility Truck & Van Fleets

	CO. NAME & LOC.	FLEET CONTACT	# TRKS & VANS		CO. NAME & LOC.	FLEET CONTACT	# TRKS & VANS
1.	BellSouth Atlanta, GA	Stuart Colman	28,530	26.	Florida Power & Light Co. St. Petersburg, FL	George Lindemeyer	1,685
2.	GTE Dallas, TX	Cliff Hayden	28,065	27.	Amerigas Sacramento, CA	Jim Stevens	1,451
3.	US West, Inc. Denver, CO	Scott Madsen	16,844	28.	Public Service of CO Denver, CO	Gerry Venard	1,414
4.	Pacific Bell San Ramon, CA	M.H. Oxford	16,000	29.	Union Electric Co. St. Louis, MO	Walt Caesar	1,400
5.	New York Telephone Brooklyn, NY	Carl Monheit	8,300	30.	Arizona Public Service Phoenix, AZ	Doug McClymont	1,376
6.	Contel Atlanta, GA	George Weimer Susan Doyle	6,354	31.	Northern Indiana Public Service Co., Gary, IN	John Graun	1,316
7.	GTE Florida Tampa, FL	Doug Carr	5,111	32.	Centerior Energy Independence, OH	Jack Sedio Tom Allen	1,296
8.	SoCal Edison Co. Pomona, CA	D.N. Smith	3,995	33.	Long Island Lighting Co. Hicksville, NY	John Shopis	1,245
9.	Consolidated Edison New York, NY	Joe Schiavone	3,600	34.	Atlanta Gas Light Co. Atlanta, GA	Lee Redman	1,218
10.	S. New England Telecom. New Haven, CT	Ed Bouvier	3,578	35.	Philadelphia Electric Co. Berwyn, PA	Mark McMalley	1,175
11.	American Electric Pwr. Svc. Columbus, OH	Richard Stage Kevin Dinan	3,480	36.	Wisconsin Power & Light Madison, WI	Randall Converse	1,162
12.	Duke Power Co. Charlotte, NC	Ray Hall	3,210	37.	Florida Power Corp. St. Petersburg, FL	Gary Bulmer	1,148
13.	Dept. of Water & Power City of Los Angeles, CA	Charles DeVore	3,128	38.	Jersey Central Power & Light Morristown, NJ	Virginia Redding	1,118
14.	Georgia Power Co. Atlanta, GA	Dave Wheelus	3,100	39.	Commonwealth Edison Maywood, IL	Rex Jenkins	1,028
15.	General Public Utilities Parsippany, NJ	James Williams	3,000	40.	Gulf States Utilities Co. Beaumont, TX	Rose Holstead	1,024
16.	Alabama Power Co. Birmingham, AL	Ron Allums	2,931	41.	Northern States Power Co. Minneapolis, MN	Arnie Mach	1,011
17.	Carolina Telephone Co. Tarboro, NC	H. C. Davis	2,700	42.	Cincinnati Gas & Electric Co. Cincinnati, OH	Paul Hoeting	987
18.	Virginia Power Norfolk, VA	John Kirkland	2,549	43.	Pacific Power & Light Co. Portland, OR	Bill Goble	960
19.	Bell Telephone of PA Norristown, PA	T. A. Laffert	2,500	44.	Northeast Utilities Hartford, CT	H.E. Ruenhorst	930
20.	Consumers Power Co. Jackson, MI	Mark Brennan	2,500	45.	Appalachian Power Co. Roanoke, VA	Wayne Jacobs	925
21.	Southwestern Bell Tel. St. Louis, MO	Gary Pitts	2,300	46.	NY State Electric & Gas Binghamton, NY	Stephen Barkwell	900
22.	Houston Lighting & Power Houston, TX	Richard Grasshoff	2,200	47.	Michigan Consolidated Detroit, MI	Larry Alexander	895
23.	Niagara Mohawk Power Corp. Syracuse, NY	John Young	1,896	48.	ARKLA Gas Co. Shreveport, LA	Joe Lions	850
24.	Columbia Gas Dist. Columbus, OH	Tim Webber	1,877	49.	Oklahoma Gas & Electric Oklahoma City, OK	Quinn Bennett	764
25.	New England Tel. Co. Springfield, MA	Thomas Glasheen	1,800	50.	Illinois Power Co. Decatur, IL	F.L. Bunch	727

Chrysler Fleet Operations

Presents the 2nd Annual

automotive FLEET

TRUCK AND VAN FLEETS
(Classes 1-5)

The 2nd Annual Top 100

Commercial/Utility/Rental Truck & Van Fleets

(Includes Classes I-V)

'90 Rank	'89 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
1	1	United Parcel Service Greenwich, CT	Don Parkinson	X	—	63,000
2	2	U-Haul Phoenix, AZ	Harry DeShong	X	—	40,000
3	—	BellSouth Atlanta, GA	Stuart Colman	X	—	28,530
4	4	GTE Dallas, TX	Cliff Hayden	X	—	28,065
5	5	Federal Express Corp. Memphis, TN	Jim Gwinner	X	Fleetmark, ARI	24,316
6	6	Quality Bakers America Greenwich, CT	David I. Armstrong	X	—	17,800
7	—	US West, Inc. Englewood, CO	Scott Madsen	X	—	16,844
8	—	Pacific Bell San Ramon, CA	M.H. Oxford	X	—	16,000
9	7	Sears, Roebuck and Co. Chicago, IL	William Jones III	X	—	13,800
10	8	Frito Lay, Inc. Dallas, TX	Tom Smith	X	—	11,000
11	3	Penske Truck Leasing Reading, PA	Vincent W. Hartnett	X	—	9,173
*12	9	Continental Baking Co. St. Louis, MO	Paul Walsh J.L. Eber	X	—	8,788
13	—	New York Telephone Brooklyn, NY	Carl Monheit	X	—	8,300

*Based on last reported figures.

STATISTICS

'90 Rank	'89 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
14	10	Tupperware Home Parties Orlando, FL	John Bandy Jim Metcalf	X	GEC Fleet, Wheels	7,000
15	85	Airborne Freight Corp. Seattle, WA	Martin Langley	X	—	6,500
16	—	Contel Atlanta, GA	George Weimer Susan Doyle	X	—	6,354
17	11	Chesapeake & Potomac Silverspring, MD	James Boles	X	—	6,142
18	26	Borden Columbus, OH	Al Botbyl (Dairy) Bill Talmadge (Packaging) Frank Smepak (Snacks) Jim Pryor (Groceries)	X	Bank Amerilease Beafinser Ryder Truck Rental	6,085
19	13	ARA Services Philadephia, PA	Ralph Jamic Kamran Partow	X	GEC Fleet	5,712
20	14	Interstate Brands Corp. Kansas City, MO	Gary Pasche	X	—	5,413
21	—	GTE Florida Tampa, FL	Doug Carr	X	—	5,111
22	17	Xerox Corp. Rochester, NY	Ron Pink	—	LMV	4,910
23	—	Chemlawn Columbus, OH	Ken Cheverko	X	BLC Truck Leasing Triathalon	4,848
24	21	Union Pacific Railroad Omaha, NE	Tom Lake	X	GEC Fleet	4,546
25	23	Shell Oil Co. Houston, TX	Larry Leverett Kalon Turner	X	—	4,400
26	19	Rollins Inc. Atlanta, GA	John Willis	—	B&M World Omni	4,345
27	16	Campbell Taggart, Inc. Dallas, TX	Ray Grzywinski	X	—	4,200
28	20	Philip Morris USA New York, NY	Gregory Tarring Janice Groele	—	PH&H GEC Fleet	4,100
29	—	So. Cal. Edison Pomona, CA	D.N. Smith	X	—	3,995
30	25	VPSI Detroit, MI	Stephen D. Grafe	X	—	3,930

*Based on last reported figures.

'90 Rank	'89 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
31	36	Amoco Corp. Chicago, IL	Richard Lynch	X	—	3,600
[illegible]	[illegible]	Consolidated Edison New York, NY	Joe Schiavone	X	—	3,600
33	—	Southern New England Telecommunications Corp. New Haven, CT	Ed Bouvier	X	—	3,578
[illegible]	[illegible]	Texaco Inc. White Plains, NY	Art Fritz	—	PH&H	3,575
35	30	Ashland Oil Inc. Ashland, KY	William D. Bloss Steve Stewart	X	BLC Corp.	3,533
[illegible]	[illegible]	CSX Transportation Jacksonville, FL	Jim Fronckoski Mark Gast	X	—	3,530
37	12	Emery Worldwide Palo Alto, CA	Dean Wright, Jr.	X	Penske Truck Leasing	3,500
[illegible]	[illegible]	American Elec. Power Service Corp. Columbus, OH	Richard Stage Kevin Dinan	—	BLC Corp.	3,480
*39	29	Service America Corp. Stamford, CT	Wilbur O. Wachter	X	Wheels PH&H	3,439
[illegible]	[illegible]	Dental Corp. Chicago, IL	Bill Kintigh	X	—	3,309
41	34	Exxon U.S.A. Houston, TX	John W. Dewees	X	—	3,300
[illegible]	[illegible]	Duke Power Co. Charlotte, NC	Ray Hall	X	—	3,210
43	40	TW Services Spartanburg, SC	Helen Cook	X	ARI	3,150
[illegible]	[illegible]	Dept. of Water & Power City of Los Angeles Los Angeles, CA	Charles DeVore	X	—	3,128
45	33	ConRail Philadelphia, PA	Paul Rossi	X	—	3,100
[illegible]	[illegible]	Georgia Power Co. Atlanta, GA	Dave Wheelus	X	—	3,100

STATISTICS

'90 Rank	'89 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
[illegible]	[illegible]	[illegible]	Phil Schelling	X	GEC Fleet	3,018
48	50	Entemann Bakery, Inc. Bay Shore, NY	Gene Bianco	X	—	3,010
[illegible]	[illegible]	[illegible]	Merritt Kinne	X	GEC Fleet	3,000
50	—	General Public Utilities Parsippany, NJ	James Williams	X	—	3,000
[illegible]	[illegible]	[illegible]	John Connelly	—	ARI	3,000
52	35	Tenneco, Inc. Houston, TX	Tiny Robertson	X	—	3,000
[illegible]	[illegible]	[illegible]	Andy Gunnell	—	Wheels	3,000
54	64	Alabama Power Co. Birmingham, AL	Ron Allums	X	—	2,931
[illegible]	[illegible]	[illegible]	James I. Grillot	X	—	2,926
56	43	ADT Security Systems Parsippany, NJ	John Africano	X	GEC Fleet	2,900
[illegible]	[illegible]	[illegible]	Bob Borchert	X	GEC Fleet Wheels Southgate	2,830
58	71	Suburban Propane/Petrolane Long Beach, CA	Wally Evart	X	—	2,800
[illegible]	[illegible]	[illegible]	John Long	X	—	2,700
60	—	Carolina Telephone Co. Tarboro, NC	H.C. Davis	X	—	2,700
[illegible]	[illegible]	[illegible]	Fran Sponsler	X	—	2,650
62	41	Honeywell, Inc. Minneapolis, MN	Gary Anderson	—	GEC Fleet PH&H	2,582
[illegible]	[illegible]	[illegible]	John Kirkland	X	—	2,549

*Based on last reported figures.

STATISTICS

'90 Rank	'89 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
64	—	Bell Telephone of PA Norristown, PA	T.A. Laffert	X	—	2,500
[illegible]	[illegible]	Consumers Power Co. Jackson, MI	Mark Brennan	X	—	2,500
66	15	Goodyear Tire & Rubber Akron, OH	George Platis	X	PH&H	2,500
[illegible]	[illegible]	Westinghouse Elec. Corp. Pittsburgh, PA	Lou Dobak	X	PH&H LMV	2,500
68	45	Norfolk Southern Roanoke, VA	Sam Hammett	X	—	2,491
[illegible]	[illegible]	Service Corp. Int'l. Stamford, CT	Allen Bellatoni	X	Wheels PH&H	2,490
70	53	Dow Chemical USA Midland, MI	Tom Madden Sue Soper	—	McCullagh Wheels	2,414
[illegible]	[illegible]	Atchison Topeka Santa Fe RR Chicago, IL	Joan Williams	X	GEC Fleet	2,400
72	47	R.J. Reynolds Tobacco Co. Winston-Salem, NC	Robert McGee	—	PH&H	2,397
[illegible]	[illegible]	Southwestern Bell Tele. St. Louis, MO	Gary Pitts	X	—	2,300
*74	52	American Bakeries Charlotte, NC	Jerry Green	X	—	2,272
[illegible]	[illegible]	Houston Lighting & Power Co. Houston, TX	Richard Grasshoff	X	—	2,200
[illegible]	58	Cox Enterprises, Inc. Atlanta, GA	Patsy Brownson	X	ARI, Wheels	2,113
[illegible]	[illegible]	USX Corp. Pittsburgh, PA	Don Hillwig	X	PH&H	2,046
78	—	Ecolab St. Paul, MN	Jerry Rodewald	X	—	2,000
[illegible]	[illegible]	Niagara Mohawk Power Corp. Syracuse, NY	John Young	X	—	1,896

'90 Rank	'89 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
80	59	Columbia Gas Distribution Columbus, OH	Tim Webber	—	PH&H	1,877
		Brown & Williamson Tobacco Corp. Louisville, KY	Mike Cooley	X	—	1,864
82	62	Pony Express Courier Corp. Charlotte, NC	William Glasheen	—	Associates	1,822
		E.I. duPont de Nemours & Co. Wilmington, DE	Richard G. Prettyman	—	PH&H	1,820
84	—	New England Tel. Co. Springfield, MA	Thomas Glasheen	X	—	1,800
		Montgomery Ward Chicago, IL	Roseann Neveitt	—	PH&H GEC Fleet	1,780
86	83	Motorola, Inc. Schaumburg, IL	Judy Baxter	X	—	1,775
		Fruehauf Corp. San Francisco, CA	Beverly A. Heim	X	Wheels	1,762
88	66	JR Simplot Co. Mining/Mineral Pocatello, ID	Terry McLaughlin	—	Wheels	1,740
		Marathon Oil Co. Houston, TX	Liz Nikel	X	PH&H, Wheels	1,715
90	73	Enron Corp. Houston, TX	Don Conant	X	—	1,700
		Florida Power & Light St. Petersburg, FL	George Lindemeyer	X	—	1,685
92	68	Stroehmann Bakeries Horsham, PA	Dale Stevens	X	PH&H	1,650
		Ryder Inc. Miami, FL	Linda Taylor	—	PH&H	1,600
94	90	Eastman Kodak Rochester, NY	Mark Hardway	X	PH&H	1,570
		Fieldcrest Industries, Inc. Thomasville, GA	Mark Worthey	X	—	1,500

STATISTICS

'90 Rank	'89 Rank	Company & Headquarters	Fleet Contact(s)	Co. Owned	Lessor(s)	#Trucks &Vans
96	76	Amerigas Sacramento, CA	Jim Stevens	X	—	1,451
97	—	Public Service Co. of CO Denver, CO	Gerry Venard	X	—	1,414
98	77	Union Electric Co. St. Louis, MO	Walt Caesar	X	—	1,400
99	88	Arizona Public Service Phoenix, AZ	Doug McClymont	X	—	1,376
100	—	Northern Indiana Public Service Co. Gary, IN	John Graun	X	—	1,316
Total						546,771

Automotive Fleet's Top 100
Alphabetical Cross Reference

Company Name	Rank
ADT Security Systems	56
Airborne Freight Corp	15
Alabama Power Co	54
American Bakeries	74
American Elec. Power Service	38
Amerigas	96
Amoco Corp	31
ARA Services	19
Aratex Services	49
Arizona Public Service	99
Ashland Oil Co	39
Atchison Topeka Santa Fe RR	71
Bell Telephone of PA	64
BellSouth	3
Borden	18
Brown & Williamson Tobacco Corp	81
Burlington Northern	59
Campbell Taggart, Inc	27
Carolina Telephone Co.	60
Centel Corp.	40
Chemlawn	23
Chesapeake & Potomac	17
Columbia Gas Dist	80
ConRail	45
Consolidated Edison	32
Consumers Power Co	65
Contel	16
Continental Baking Co	12
Cox Enterprises, Inc	76
CSX Transportation	35
Dept. of Water & Power, City of L.A	44
Diebold Inc	93
Dow Chemical USA	70
Duke Power Co	42
Eastman Kodak	94
Ecolab	78
E.I. DuPont de Nemours & Co	83
Emery Worldwide	37
Enron Corp	90
Entemann Bakery, Inc	48
Exxon USA	41
Federal Express Corp	5
Florida Power & Light Co	91
Flowers Industries, Inc	95
Frito Lay, Inc	10
GE Consumer Service	47
General Public Utilities	50
Georgia Power Co	46
Goodyear Tire & Rubber	66
GTE	4
GTE Florida	21
Honeywell, Inc	62
Houston Lighting & Power Co	75
Interstate Brands Corp	20
JR Simplot Mining/Mineral	88
Johnson Controls	57
Marathon Oil Co	89
McKesson Corp	87
Montgomery Ward	85
Motorola, Inc	86
New England Telephone Co	84
New York Telephone	13
Niagara Mohawk Power Corp	79
Norfolk Southern	68
Northern Indiana Public Service Co	100
Pacific Bell	8
Penske Truck Leasing	11
Philip Morris USA	28
Phillips Petroleum	55
Pony Express Courier Corp	82
Public Service of CO	97
Quality Bakers America	6
R.J. Reynolds Tobacco Co	72
Rollins, Inc	26
Sears, Roebuck and Co	9
Service America Corp	39
Service Corporation Int'l	69
Shell Oil Co	25
Siemens Corp	51
SoCal Edison	29
Suburban Petroleum/Petrolane	58
S. New England Telecom. Corp	33
Southwestern Bell Telephone	73
Stroehmann Bakeries	92
Tenneco, Inc	52
Terminix Int'l	53
Texaco Inc	34
Tupperware Home Parties	14
TW Services	43
U-Haul	2
Union Electric Co	98
Union Pacific Railroad	24
United Artists	61
United Parcel Service	1
US West, Inc	7
USX Corp	77
Virginia Power	63
VPSI	30
Westinghouse	67
Xerox Corp	22

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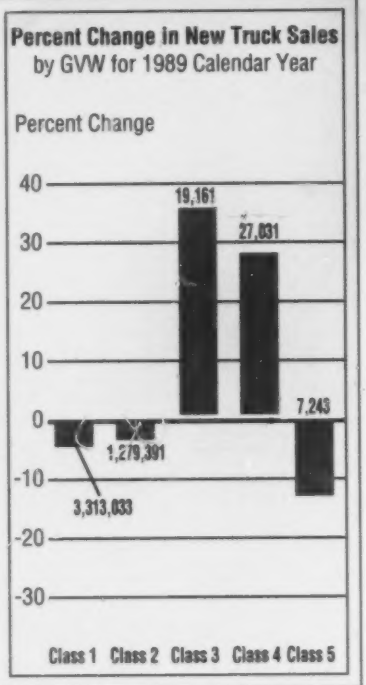
1989 Truck Sales Dropped Four Percent

New-truck sales totaled 4.9 million units in calendar year 1989, down four percent from the 5.1 million units sold in calendar year 1988, according to the National Automobile Dealers Association (NADA). Medium- and heavy-duty truck sales, at 312,000 units, were down seven percent from calendar year 1988. However, the biggest increase in truck sales came in the Class 3 and 4 categories.

The Class 3 truck market posted sales of 19,161 units, an increase of over 30 percent from calendar year 1988, while 27,031 Class 4 vehicles were sold, up nearly 30 percent from the previous year.

Despite selling fewer new trucks, franchised dealers had a five percent increase in total dollar sales, according to NADA.



Durakon Relocates Corporate Headquarters

Durakon Industries, a manufacturer of pickup truck bedliners, has relocated its corporate headquarters to a new facility in Ann Arbor, MI. The company's new address is 2301 Commonwealth Blvd., Ann Arbor, MI 48105. The phone number is (313) 998-0808 and the FAX is (313) 998-0388.

Reading Designs Special Service Body

Bryant Industrial, a crane and rigging company located in Morrisville, NC, recently purchased a specially-designed Reading Body Work's service body truck from Simpson Equipment of Wilson, NC. A completely self-contained rigging truck, the vehicle will provide on-scene support for all Bryant Industrial crane and rigging jobs.

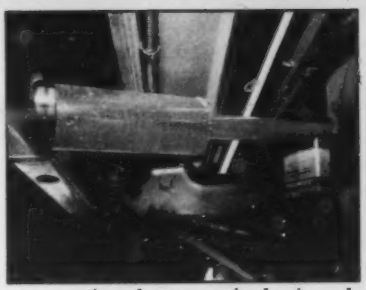
Reading's engineers designed and constructed the customized service body working from specifications provided by Bryant. Fourteen feet long and nearly eight feet wide, the body features six storage compartments on each side as well as a two-foot wide box in the front of the cargo bed.

The body is mounted on a Ford F-350 dual crew cab super-duty chassis.

Circle 216 on Inquiry Card

New Lock Protects GM Spare Tires

Granate Lock, a security feature designed to protect GM's new hoist-type spare-tire carrier, has been introduced by G.T.S.P. of Dallas, TX. Designed for Chevrolet and GMC pickups model years 1988-1991, the lock fits over the hoist shaft and extends out through the hole in the



rear carrier about one inch. A padlock secures the lock in place. The Granate Lock is made of heavy-duty gauge steel and is zinc coated to resist rust. With spare tire in place, the lock installs in 10 seconds and requires no tools.

Circle 217 on Inquiry Card

Service Body Door Locks Prevent Theft

Harvey Distributing has introduced POP locks, power door locks for service body trucks. POP locks secure all service boxes at once and prevent the loss or theft that can occur when all boxes aren't secure.

The locking system saves drivers time and effort in securing service bodies and can be installed in minutes.

Circle 218 on Inquiry Card

NTEA Annual Convention Set For San Diego

The 27th annual convention of the National Truck Equipment Association (NTEA) will be held Feb. 6-9, 1991 at the new San Diego Convention Center in San Diego, CA. Several technical/business programs will address concerns specific to the truck body and equipment industry, such as manufacturer/distributor relations, equipment installation procedures, and government regulations affecting commercial trucks.

For additional information on the convention, call the NTEA at (313) 462-2190.

Circle 219 on Inquiry Card

USED-CAR PRICES

The following are average used-car prices for the period ending November 1, 1990. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of *Automotive Market Report*.

89 BUICK SKYHAWK			
Coupe	6,232	6,293	6,106
Sedan	6,318	6,382	6,192
88 BUICK SKYHAWK			
Coupe	5,177	5,229	5,073
Sedan	5,249	5,301	5,144
89 BUICK SKYLARK			
Cust Sedan	7,269	7,342	7,124
88 BUICK SKYLARK			
Cust Sedan	6,161	6,222	6,036
89 BUICK CENTURY			
Cust Sedan	7,601	7,677	7,449
88 BUICK CENTURY			
Cust Sedan	6,124	6,186	6,003
89 BUICK LESABRE			
Cust Sedan	9,871	9,970	9,674
88 BUICK LESABRE			
Cust Sedan	8,127	8,209	7,965
89 CADILLAC DEVILLE			
Coupe	16,487	16,652	16,158
Sedan	16,667	16,834	16,333
88 CADILLAC DEVILLE			
Coupe	13,047	13,177	12,786
Sedan	13,200	13,331	12,935
89 CADILLAC SEVILLE			
Sedan	17,007	17,177	16,666
88 CADILLAC SEVILLE			
Sedan	13,936	14,076	13,657
89 CHEVY BERETTA			
Coupe	7,277	7,351	7,132
89 CHEVY CORSICA			
Htchbk 4 Dr.	6,934	7,003	6,795
88 CHEVY BERETTA			
Coupe	6,039	6,100	5,918
88 CHEVY CORSICA			
Sedan	5,587	5,642	5,474
89 CHEVY CAVALIER			
Sedan	5,891	5,951	5,774
88 CHEVY CAVALIER			
Sedan	4,942	4,992	4,844
89 CHEVY CELEBRITY			
Sedan	7,029	7,099	6,888
88 CHEVY CELEBRITY			
Sedan	5,628	5,685	5,516
89 CHEVY CAPRICE			
Sedan	7,958	8,037	7,798
88 CHEVY CAPRICE			
Sedan	6,435	6,499	6,307
89 CHRYSLER LEBARON			
Highline Sedan	7,034	7,104	6,892
88 CHRYSLER LEBARON			
Sedan	5,569	5,624	5,458
89 CHRYSLER NEW YORKER			
Sedan	11,213	11,325	10,989
88 CHRYSLER NEW YORKER			
Sedan	9,456	9,550	9,266
89 CHRYSLER FIFTH AVENUE			
Sedan	11,388	11,501	11,159
88 CHRYSLER FIFTH AVENUE			
Sedan	9,247	9,340	9,062
89 DODGE ARIES AMERICA			
Sedan	5,629	5,686	5,517
88 DODGE ARIES AMERICA			
Sedan	4,519	4,565	4,429
89 DODGE SHADOW			
Liftbk 5 Dr	5,940	5,999	5,820
88 DODGE SHADOW			
Liftbk 5 Dr	4,865	4,913	4,768
89 DODGE DYNASTY			
Sedan	8,485	8,571	8,315
89 FORD ESCORT			
Htchbk 4 Dr LX	6,331	6,395	6,204
88 FORD ESCORT			
Htchbk 4 Dr GL	4,034	4,074	3,953
89 FORD MUSTANG			
LX-4 Coupe	6,819	6,886	6,681
88 FORD MUSTANG			
LX-4 Coupe	5,652	5,709	5,540
89 FORD TEMPO			
GL Sedan 4 Dr	6,064	6,126	5,943
88 FORD TEMPO			
GL Sedan 4 Dr	5,009	5,059	4,908
89 FORD TAURUS			
GL Sedan 4 Dr	8,076	8,156	7,914
88 FORD TAURUS			
GL Sedan 4 Dr	6,486	6,552	6,357
89 FORD CROWN VICTORIA			
Sedan	10,558	10,663	10,347
88 FORD CROWN VICTORIA			
Sedan	8,626	8,713	8,453
89 THUNDERBIRD			
Coupe	9,514	9,608	9,323
88 THUNDERBIRD			
Coupe	7,760	7,837	7,605
89 LINCOLN			
Town Car Sedan	15,231	15,384	14,927
Continental Sedan	16,709	16,876	16,375
88 LINCOLN			
Town Car Sedan	12,825	12,953	12,567
Continental Sedan	14,624	14,771	14,332
89 MAZDA 626			
LX Sedan 4 Dr	9,320	9,414	9,134
89 MERCURY COUGAR			
LS Coupe	10,034	10,134	9,833
88 MERCURY COUGAR			
LS Coupe	8,261	8,344	8,096
89 MERCURY TOPAZ			
GS Sedan 4 Dr	6,226	6,289	6,102
88 MERCURY TOPAZ			
GS Sedan 4 Dr	5,112	5,163	5,010
89 MERCURY SABLE			
GS Sedan 4 Dr	8,139	8,221	7,976
88 MERCURY SABLE			
GS Sedan	6,607	6,673	6,474
89 MERCURY GRAND MARQUIS			
GS Sedan	11,136	11,248	10,914
88 MERCURY GRAND MARQUIS			
GS Sedan	9,274	9,367	9,089
89 MITSUBISHI MIRAGE			
Sedan 4 Dr	5,369	5,422	5,262
88 MITSUBISHI MIRAGE			
Sedan	4,045	4,088	3,965
89 NISSAN SENTRA			
Sedan 2 Dr	4,828	4,877	4,732
89 NISSAN STANZA			
E Ntch 4 Dr	8,040	8,122	7,880
89 NISSAN MAXIMA			
SE Sedan	13,322	13,457	13,057
88 NISSAN SENTRA			
Sedan 2 Dr	3,985	4,026	3,906
88 NISSAN STANZA			
E Ntch 4 Dr	6,514	6,579	6,384
88 NISSAN MAXIMA			
SE Sedan	10,228	10,330	10,022
89 OLDS CIERA			
Coupe	7,517	7,593	7,367
Sedan	7,601	7,677	7,449
88 OLDS CIERA			
Coupe	6,061	6,120	5,939
Sedan	6,124	6,186	6,003
89 OLDS CALAIS			
Sedan	6,663	6,730	6,530
88 OLDS CALAIS			
Sedan	6,131	6,192	6,009
89 OLDS CUTLASS SUPREME			
Coupe	8,134	8,216	7,972
88 OLDS CUTLASS SUPREME			
Coupe	7,163	7,235	7,021
89 OLDS 98 REGENCY			
Sedan	12,155	12,277	11,912
88 OLDS 98 REGENCY			
Sedan	9,726	9,823	9,531
89 PLYMOUTH RELIANT			
Sedan	5,604	5,660	5,492
88 PLYMOUTH RELIANT			
Sedan	4,543	4,588	4,452
89 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	5,940	5,999	5,820
88 PLYMOUTH SUNDANCE			
Liftbk 4 Dr	4,861	4,909	4,764
89 PLYMOUTH GRAN FURY			
Salon Sedan	5,804	5,862	5,688
88 PLYMOUTH GRAN FURY			
Salon Sedan	4,755	4,802	4,660
89 ACCLAIM			
Sedan	6,814	6,882	6,678
89 PONTIAC SUNBIRD			
LE Sedan	6,192	6,255	6,069
SE Coupe	6,360	6,424	6,233
88 PONTIAC SUNBIRD			
SE Coupe	5,170	5,222	5,067
SE Sedan	5,241	5,292	5,135
89 PONTIAC 6000			
LE Sedan	7,262	7,333	7,116
88 PONTIAC 6000			
Coupe	5,737	5,794	5,622
Sedan	5,802	5,860	5,686
89 PONTIAC GRAND AM			
LE Sedan	7,330	7,404	7,183
88 PONTIAC GRAND AM			
Sedan	6,167	6,229	6,045
89 PONTIAC BONNEVILLE			
LE Sedan	9,515	9,611	9,325
88 PONTIAC BONNEVILLE			
LE Sedan	8,141	8,222	7,979
89 PONTIAC GRAND PRIX			
Coupe	8,308	8,392	8,142
88 PONTIAC GRAND PRIX			
Coupe	7,354	7,427	7,207
89 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	7,126	7,197	6,984
89 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	9,330	9,423	9,144
89 TOYOTA CRESSIDA			
Lux Sedan	14,616	14,761	14,324
88 TOYOTA COROLLA			
Sedan 4 Dr Deluxe	5,977	6,037	5,858
88 TOYOTA CAMRY			
Sedan 4 Dr Deluxe	7,909	7,987	7,752
88 TOYOTA CRESSIDA			
Lux Sedan	12,180	12,300	11,936
89 VOLKSWAGEN JETTA			
Sedan 4 Dr	7,774	7,852	7,618
88 VOLKSWAGEN JETTA			
Sedan 4 Dr	6,390	6,455	6,263
89 VOLVO			
240 DL Sedan	12,717	12,844	12,463
88 VOLVO			
240 DL Sedan	10,960	11,068	10,741

PRODUCTS

KEEP VEHICLES LOOKING BETTER THAN EVER with the new 1589 Dual Counter Rotating Side Brush from Sherman Industries. The new unit offers two pairs of tapered brushes that rotate clockwise and counterclockwise, respectively, to facilitate cleaning the sides of vehicles. In addition, a lock-in circuit for the brush allows brush hangers to retract after they make contact with the vehicle, but does not allow the brush hangers to extend further than necessary during the washing process. Also, each pair of brush hangers is steadied with a tie-rod connector mounted to a unitized stainless steel crossmember. The model 1589 requires minimum tunnel space and its efficient 13-inch brush cores include Sherman's unique "Roto-Disc" method of solution application. *Sherman Industries.*

Circle 226 on Inquiry Card

GAS PRICES

UNLEADED GAS
Cost Per Gallon

City	Full-Serve	Self-Serve
Little Rock, AR	158.4¢	128.9¢
Santa Barbara, CA	177.9	153.9
Hartford, CT	166.2	152.6
Dover, DE	143.2	132.4
Fort Meyers, FL	165.9	136.4
Atlanta, GA	147.7	124.8
Honolulu, HI	196.5	158.8
Dubuque, IA	176.2	143.2
Wichita, KS	167.6	129.3
New Orleans, LA	175.4	137.7
Lansing, MI	175.9	142.9
Springfield, MO	143.6	118.2
Las Vegas, NV	174.9	150.9
Portland, OR	150.9	N/A
Philadelphia, PA	154.0	141.9

The average U.S. full-serve gasoline price for the month of November was 157.7 cents per gallon.
The average U.S. self-serve gasoline price for the month of November was 139.8 cents per gallon.
Survey conducted during the first five working days of November 1990.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.

CLASSIFIED

Distributors Wanted

National Chemical Company is seeking established distributors or reps to sell a nationally branded coolant maintenance system and reconditioning chemical line to new and used car dealers, WD's and automotive after-market stores and service facilities. The chemical line is a high profit, low investment business. Call **708-409-5000** and ask for available territories.

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